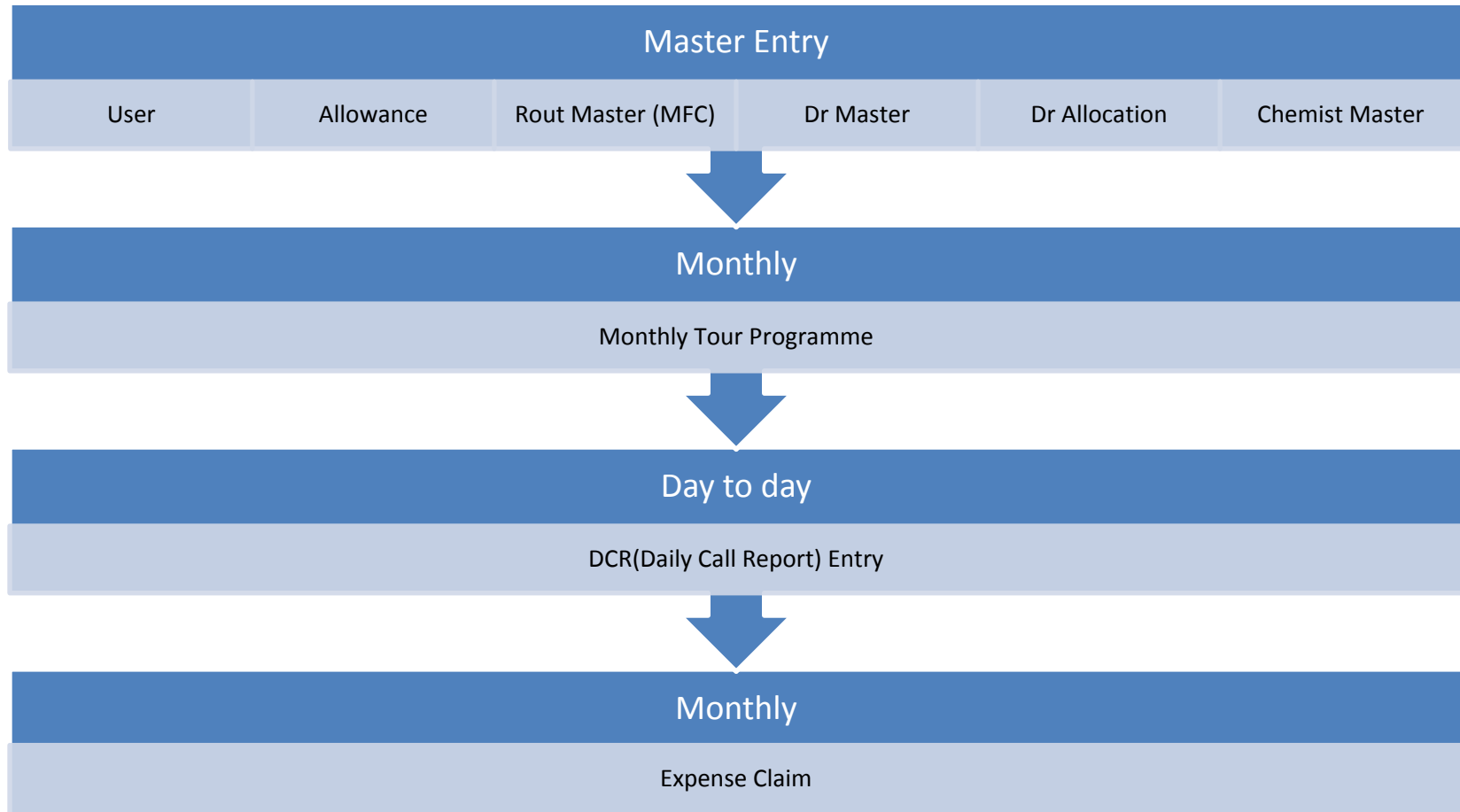


SFA

SALES FORCE AUTOMATION

PROJECT TEZ

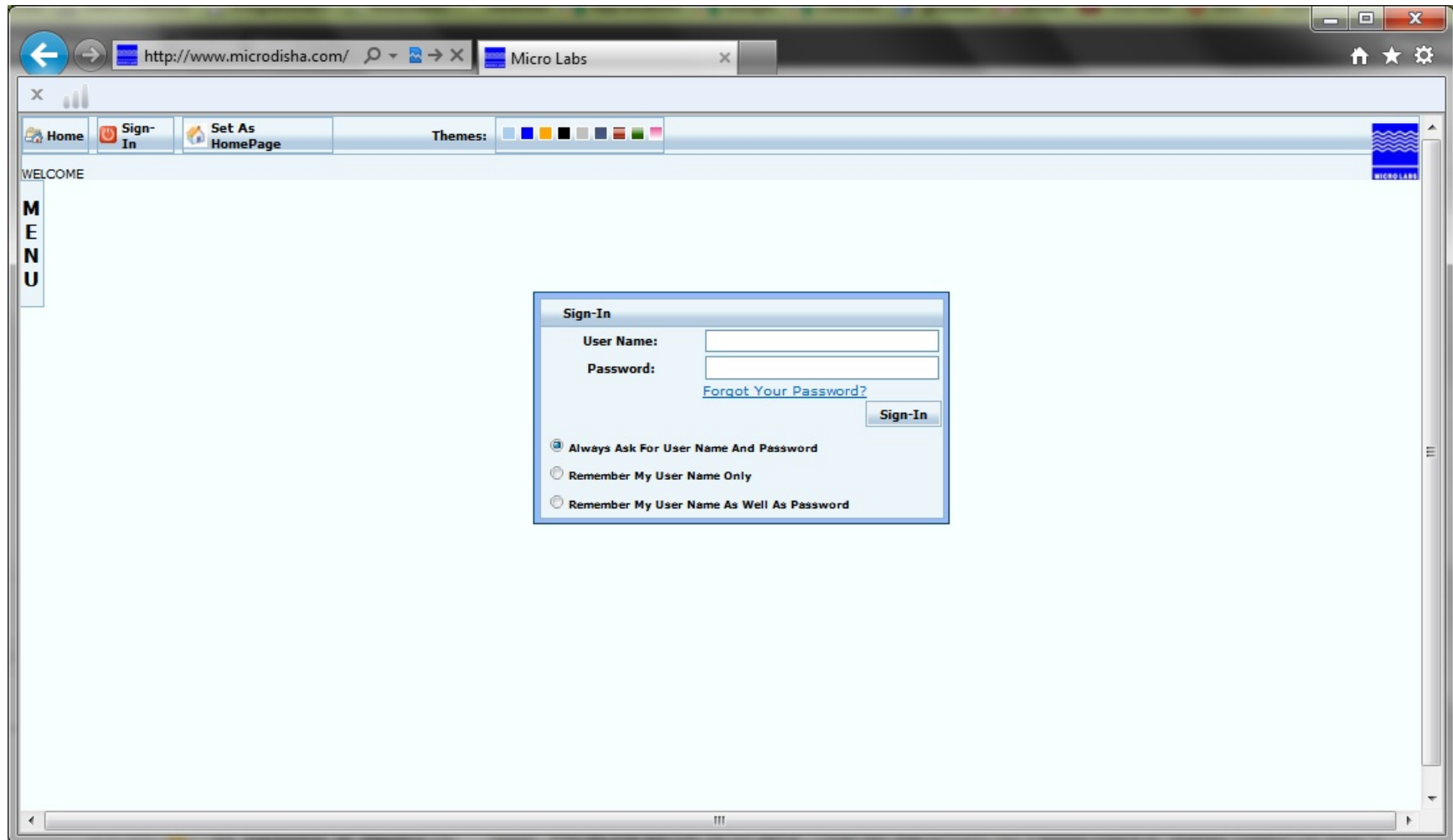
MICRO DISHA



Login Screen

After opening your internet explorer you have to type <http://www.microdisha.com> . Below given Sign In screen will appear.

User Name is your employee Number, enter your Password and click on Sign-In Button.

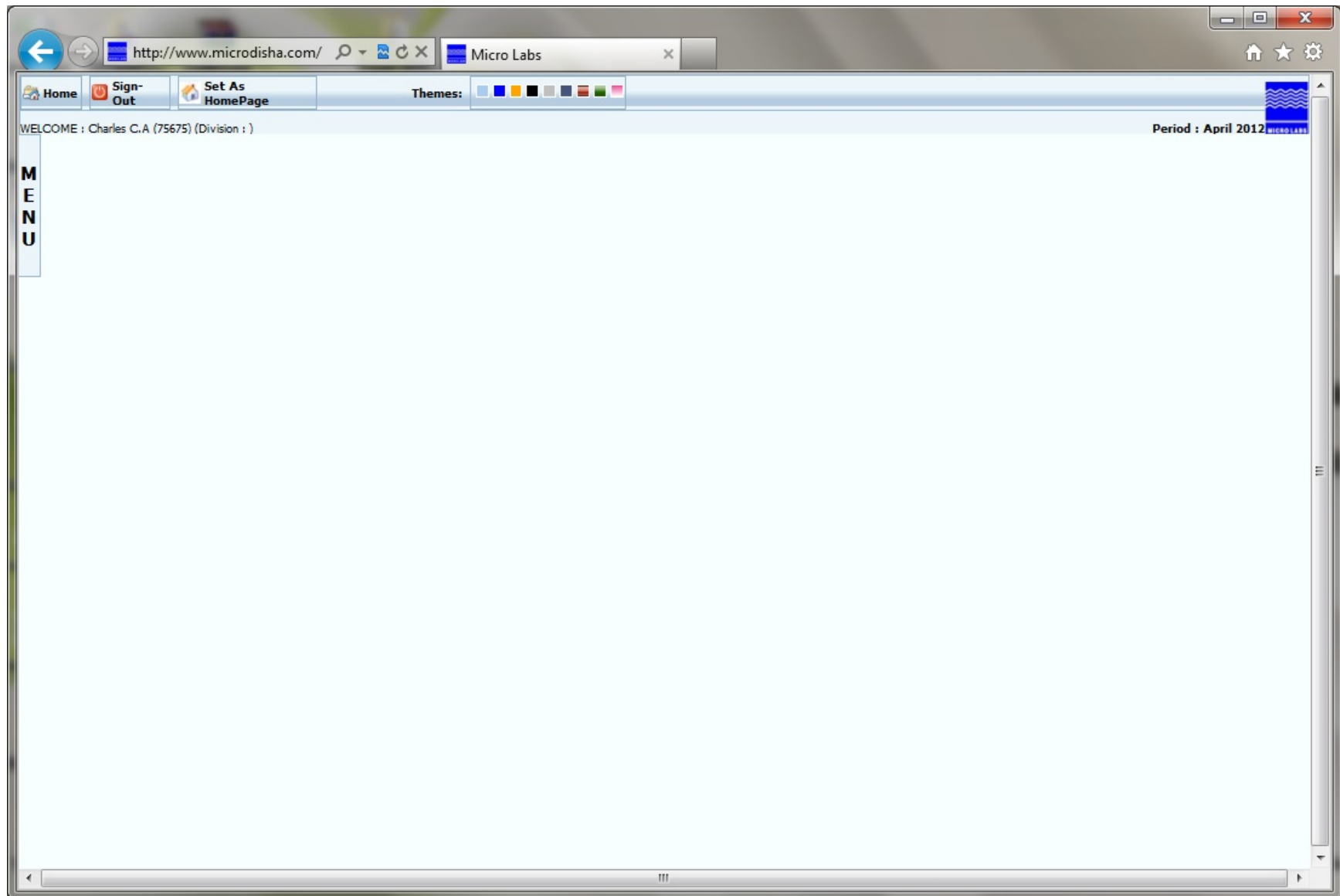


The screenshot shows an Internet Explorer browser window with the address bar displaying <http://www.microdisha.com/>. The page title is "Micro Labs". The browser's toolbar includes buttons for Home, Sign-In, and Set As HomePage, along with a Themes section. The main content area has a "WELCOME" message and a vertical "MENU" on the left. In the center, there is a "Sign-In" dialog box with the following elements:

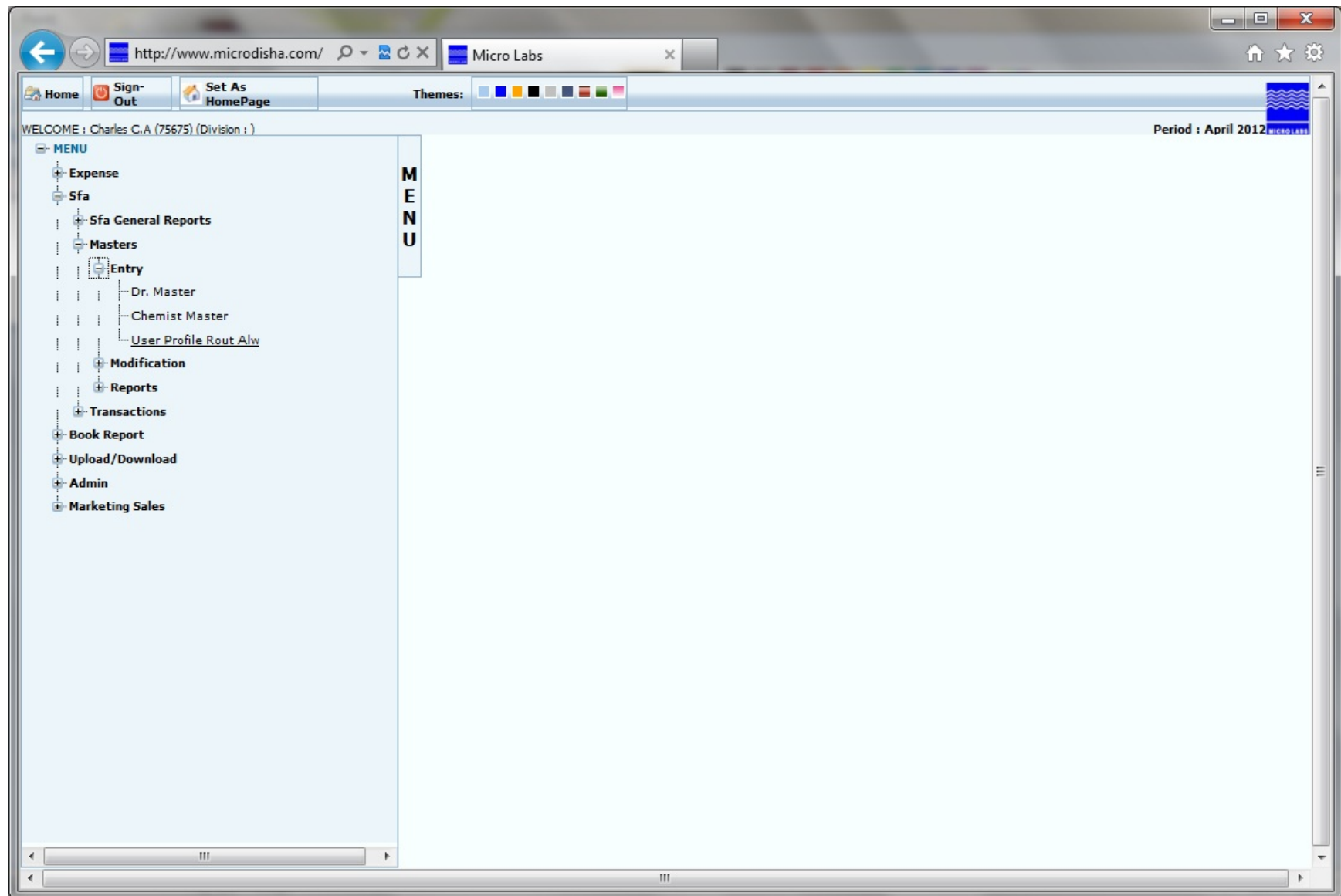
- Sign-In** (title)
- User Name:** [text input field]
- Password:** [password input field]
- [Forgot Your Password?](#) (link)
- Sign-In** (button)
- ☒ Always Ask For User Name And Password
- ☐ Remember My User Name Only
- ☐ Remember My User Name As Well As Password

Home Screen

After Successful login, home page will appear you have to click left side Menu button for selection of other option.



Menu



User Profile Allowance & MFC

Click SFA > Masters > Entry > User Profile Rout Alw . Select User as Below given Enter your details.

WELCOME : Charles C.A (75675) (Division :)

Creation Of New Route

Period : April 2012

Menu

Route User Allowance

Employee No : 75675

Designation : TERRITORY EXECUTIVE

Division :

First Name : CHARLES

Middle Name : C

Last Name : A

Short Name : CHARLES

Gender : Male

Qualification : BPharm

Current Address : 4TH BLOCK, OPP GIRIAS MALL

Area : RAJAJINAGAR

City : BANAGALORE

Pincode : 658204

State : KARNATAKA

☐ Same As Current Address

Permanent Address : 4TH BLOCK, OPP GIRIAS MALL

Area : RAJAJINAGAR

City : BANAGALORE

Pincode : 658204

State : KARNATAKA

Phone : 0804589524

Mobile : 9845039790

Email : charles@yahoo.co.in

Blood Group : A+

Date Of Birth : 10/05/1974

PF NO : KN670358129

PAN No : 0289561522

Esic No : 6665

Marital Status : Married

Spouse Name : LAVITA

Spouse BirthDate : 16/04/1976

Anniversary Date : 16/04/2000

Child Name1 : AVIL

Child1 BirthDate : 15/03/2001

Child Name2 : JOSVIN

Child2 BirthDate : 20/06/2004

Child Name3 :

Child3 BirthDate :

In Case Of Emergency Contact Person : 985645054

In Case Of Emergency Contact - Tel No : 0806856955

In Case Of Emergency Contact - Mobile No : 9743056865

Submit Back

Allowance

Here you have to enter your eligible allowance values.

WELCOME : Charles C.A (75675) (Division :)

Period : April 2012

Creation Of New Route

Route User Allowance

Employee Allowance Defination

Allowance Head	Values
HQ Allowance	250
Ex HQ Allowance	350
OS HQ Allowance	450
Postage & Telegram	150
Phone & Fax	150
Stationary & Xerox	100
Internet	300
Sales Promotion	100
Sample Expense	150
Meeting Expense	125
Fare Up To 150 Km	1.50
Fare Above 150 Km	1.70

Update Back

Route (MFC- Master Fare Chart)

In below Screen you have to Enter All your eligible Routes with One way Distance.

The screenshot shows a web browser window with the URL <http://www.microdisha.com/>. The page title is "Micro Labs". The browser's address bar shows the URL. The page has a navigation bar with links: Home, Sign-Out, Set As HomePage, and Themes. The user is logged in as "Charles C.A (75675) (Division :)". The page is titled "Creation Of New Route" and shows the "Period : April 2012".

On the left side, there is a vertical menu with the word "MENU" written vertically. The main content area has three tabs: "Route", "User", and "Allowance". The "Route" tab is selected.

The "Route Entry Details" form is displayed. It contains the following fields:

Route Entry Details	
From State :	KARNATAKA
To State :	KARNATAKA
From Station : <small>[Enter From Station Name E.g. Ahmedabad]</small>	BANGALORE
To Station : <small>[Enter To Station Name E.g. Baroda]</small>	MADIKERI
Route Description : <small>[Enter Route Description E.g. Ahmedabad-Nadiad-Baroda Or Ahmedabad-Baroda]</small>	BANGALORE TO MADIKERI
Station Type :	Out Station
Town Type :	MAIN
Travel Mode :	Private
Distance :	260
No Of Core Drs. :	25
No Of Other Drs. :	20
No Of Supercore Drs. :	25
No Of Stockiest :	2
No Of Chemist :	20
No Of Hospitals :	2
No Of Rep. :	1
Visits Per Month : <small>[Enter Total Visit For Particular Month]</small>	2
Expected Business :	50000
Route Way :	
Route Direction :	

At the bottom of the form, there are two buttons: "Submit" and "Back".

Dr Master

In below given Screen You have to Enter All Your Doctor's Detail. * Fields are Mandatory.

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

MENU

Doctor Details * Fields Are Mandatory

Full Name : * Dr. JANAK SHAH			
First Name : * JANAK	Middle Name :	Last Name : SHAH	
Clinic Address : * 23 ADARSH COMPLEX, PANATHUR		Area : * PANATHUR	City Name : * BANGALORE
		State Name : * KARNATAKA	Pincode : * 560087
Phone Clinic : 3233423	Phone Resident :		
Other Clinic Addresses	Area	City Name	State Name
3B, SHIVAJI HOUSE	M G ROAD	BANAGALORE	KARNATAKA
Phone Clinic	Pincode	Delete	
32323	560073	Add	
Mobile No : 9208451214	Email :	Registration Code :	
Date Of Birth : 24 August	Anniversary Date : 27 October		
Spouse Name : SHARDA	Spouse's Birth Date : 01 February		
Name Of Child1 :	Child1's Birth Date : Day Month		
Name Of Child2 :	Child2's Birth Date : Day Month		
Name Of Child3 :	Child3's Birth Date : Day Month		
Hobbies/Interest :			
Focus Brand	COVERIT ISOTANE		
ISOTANE-ISOTANE 10 CAPS	Clear		
Visit Day : Tuesday	From Time : 11:00 AM	To Time : 02:00 PM	

Qualification & Speciality Details

Qualification : * M.D.	Speciality : * PHYSICIAN
	PHYSICIAN
Clear	
Submit Reset Back	

Dr Allocation Menu

After Finishing all doctor list you have to categorized them by selecting Dr allocation Form menu.

The screenshot displays the Micro Labs web application interface. The browser address bar shows <http://www.microdisha.com/>. The application header includes a welcome message: "WELCOME : Charles C.A (75675) (Division :)". The top right corner indicates the "Period : April 2012".

Left Menu:

- MENU
 - Expense
 - Sfa
 - Sfa General Reports
 - Masters
 - Entry
 - Dr. Master
 - Chemist Master
 - User Profile Rout Alw
 - Modification
 - Reports
 - Transactions
 - Entry
 - Dr. Allocation Form (highlighted)
 - Dcr Entry
 - Monthly Expense
 - Pending Claim For Authorization
 - Monthly Expense, Fare And Da Report
 - Monthly Expense, Fare And Da Modification
 - Monthly Expense, Fare And Da View
 - Dcr Entry For Head
 - Monthly Tour Programme
 - Reports
 - Book Report
 - Upload/Download
 - Admin
 - Marketing Sales

Doctor Details Form:

*** Fields Are Mandatory**

Form fields include:

- Middle Name :
- Last Name :
- Area :
- City Name :
- State Name :
- Pincode :
- Phone Resident :
- Phone Clinic :
- Pincode :
- Email :
- Registration Code :
- Anniversary Date : Day Month
- Spouse's Birth Date : Day Month
- Child1's Birth Date : Day Month
- Child2's Birth Date : Day Month
- Child3's Birth Date : Day Month
- From Time :
- To Time :
- Speciality :

Buttons: Add, Delete, Submit, Reset, Back, Clear.

Bottom status bar: <http://221.134.115.103/AuthenticatedPages/SFA/SFADrAlloc.aspx>

Dr Allocation Form

Doctor Allocation screen is for categorized your doctor list and set their serial Number.

The screenshot displays a web browser window at <http://www.microdisha.com/> with the title "Micro Labs". The page features a navigation bar with "Home", "Sign-Out", and "Set As HomePage" buttons, along with a "Themes" section. A welcome message for "Charles C.A (75675) (Division :)" is shown, along with the "Period : April 2012".

On the left, a "MENU" sidebar is visible. The main content area is titled "MCR List with allocated Doctors." and contains a 20x10 grid of MCR numbers (001-200). A tooltip for "Dr.JANAK SHAH" is visible over cell 044. Below the grid, a confirmation dialog box titled "Message from webpage" asks: "Dr.JANAK SHAH at MCR - 004. Will be saved in DataBase. Are you sure want to save?" with "OK" and "Cancel" buttons.

Below the dialog, a footer note states: "For Deletion Of Allocated Doctor(S) Just Click On [Recycle Bin Icon] Then Click On Delete Button (RecycleBin Image)." The dialog box also includes a "Recycle Bin" icon.

001	002	003	004	005	006	007	008	009	010	011	012	013	014	015	016	017	018	019	020
021	022	023	024	025	026	027	028	029	030	031	032	033	034	035	036	037	038	039	040
041	042	043	044	045	046	047	048	049	050	051	052	053	054	055	056	057	058	059	060
061	062	063	064	065	066	067	068	069	070	071	072	073	074	075	076	077	078	079	080
081	082	083	084	085	086	087	088	089	090	091	092	093	094	095	096	097	098	099	100
101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120
121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160
161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180
181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200

Dr. Category: Very Important

Dr. Name

- DR.BAVNEET BHOLLA
- DR.CHANDRASEKHAR GOUD
- DR.EASHWARA MURTHY
- Dr.GIRISH S
- Dr.GOKUL ANANDA
- Dr.GOWRISH M
- Dr.JAGDISH
- Dr.JAGDISH
- Dr.JAGPREET SINGH
- Dr.JANAK SHAH
- Dr.KIRAN
- Dr.NAGENDRA PRASAD
- Dr.SALAIN NARESH BHASKAR

Message from webpage

Dr.JANAK SHAH at MCR - 004.
Will be saved in DataBase.
Are you sure want to save?

OK Cancel

For Deletion Of Allocated Doctor(S) Just Click On [Recycle Bin Icon] Then Click On Delete Button (RecycleBin Image).

Dr Allocation Form

For remove Dr from List just click Mcr number and press below give recycle bin Picture.

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

Select Doctor Category. Drag Image Of Particular Doctor To MCR List And Drop On MCR No In Which You Want To Allocate The Same Doctor.

Dr. Category Very Important

Drag	Doctor Name
	DR.BAVNEET BHOLLA
	DR.CHANDRASEKHAR GOUD
	DR.EASHWARA MURTHY
	Dr.GIRISH S
	Dr.GOKUL ANANDA
	Dr.GOWRISH M
	Dr.JAGDISH
	Dr.JAGDISH
	Dr.JAGPREET SINGH
	Dr.JANAK SHAH
	Dr.KIRAN
	Dr.NAGENDRA PRASAD
	Dr.SALAIN NARESH BHASKAR

MCR List with allocated Doctors.

001	002	003	004	005	006	007	008	009	010	011	012	013	014	015	016	017	018	019	020
021	022	023	024	025	026	027	028	029	030	031	032	033	034	035	036	037	038	039	040
041	042	043	044	045	046	047	048	049	050	051	052	053	054	055	056	057	058	059	060
061	062	063	064	065	066	067	068	069	070	071	072	073	074	075	076	077	078	079	080
081	082	083	084	085	086	087	088	089	090	091	092	093	094	095	096	097	098	099	100
101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120
121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160
161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180
181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200

For Deletion Of Allocated Doctor(S) Just Click On The MCRNo (You Can Click On One Or More) MCRs Will Be Orange Coloured And Then Click On Delete Button (RecycleBin Image).

Click here to delete selected doctor(s) from allocated list

Chemist Master

Below is chemist or retailer Entry Screen.

The screenshot shows a web browser window with the address bar displaying <http://www.microdisha.com/> and a tab titled 'Micro Labs'. The browser's navigation bar includes 'Home', 'Sign-Out', and 'Set As HomePage' buttons, along with a 'Themes' section showing various color options. The page header features a welcome message 'WELCOME : Charles C.A (75675) (Division :)' and a 'Period : April 2012' indicator. A vertical 'MENU' bar is located on the left side of the page.

The main content area is titled 'Creation Of New Chemist' and contains a form titled 'Chemist Personal Details'. The form is organized into several sections:

- Name Of Chemist Shop :**
- Address :**
- Area :**
- City Name :**
- State Name :**
- Pincode :**
- Phone :**
- Mobile No :**
- Expected Business/Month :**
- Core Dr1 :**
- Core Dr2 :**
- Core Dr3 :**
- Focus Brand :**

At the bottom of the form, there are 'Submit' and 'Back' buttons, and a 'Clear' link.

Monthly Tour Program

Monthly You have to enter Tour Program in advance as below given screen first select Month Year and Click Retrieve Button.

The screenshot displays a web browser window with the address bar showing <http://www.microdisha.com/>. The page title is "Micro Labs". The browser's address bar and tabs are visible at the top. Below the browser window, the application interface is shown. On the left, there is a vertical menu with the letters "M", "E", "N", and "U" stacked vertically. The main content area has a header bar with "WELCOME : Charles C.A (75675) (Division :)" on the left and "Period : April 2012" on the right. Below the header, the title "Tour Programme" is centered. The form contains two dropdown menus: "Month : April" and "Year : 2012", followed by a "Retrieve" button. Below these, there are two input fields: "Name : HQ :" and "Desn. : Reporting To :". At the bottom of the form, there are two buttons: "Submit" and "Back".

Home Sign-Out Set As HomePage Themes: [Color Selection]

WELCOME : Charles C.A (75675) (Division :) Period : April 2012

Tour Programme

Month : April Year : 2012 Retrieve

Name : HQ :
Desn. : Reporting To :

Submit Back

Monthly Tour Program

Day wise you have to select work type, work with if join working, rout to be visited on that day then press submit button.

WELCOME : Charles C.A (75675) Period : April 2012

Tour Programme

Month : April Year : 2012 Retrieve

Name : 75675 HQ :
Desn. : Marketing Executive Reporting To :

Date	Day	Work Type	Work With	Route To Be Visited	No Of Dr.	Obj
01	Sunday	Sunday			0	
02	Monday	Field Work	Arun R	ABBIGERE TO A F HOSPITAL	25	
03	Tuesday	Field Work	Arun R	DEVANAHALLI-SANE GURUJI MARG	120	
04	Wednesday	Field Work	Arun R	SANE GURUJI MARG TO DEVANAHLLI	0	
05	Thursday	Field Work	Arun R	BANGALORE TO MANGALORE	43	
06	Friday	Others			0	
07	Saturday	Field Work	Arun R	BANGALORE BAZAR TO ABBIGERE	38	
08	Sunday	Field Work	Arun R	DEVANAHALLI TO SANTACRUZ WEST	200	
09	Monday	Field Work	Arun R	SANTACRUZ WEST TO DEVANAHALLI	0	
10	Tuesday	Field Work	Arun R	ABBIGERE TO A F HOSPITAL	36	
11	Wednesday	Seminar/CME		VIDYARANYAPURA TO KORMANGALA	0	
12	Thursday	Seminar/CME			0	
13	Friday	Others			0	
14	Saturday				0	

DCR (Daily Call Report) Entry

Below is DCR Entry Screen . Select Work type, Work Date, State, Planned and Actual route and other Dr visit and sample given.

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr. Non MCR Dr. Retailer Non MCR Retailer

MCR Dr. Entry

MCR No.	Dr. Name	Visit Time	Sample Code	Qty.	POB.
001	DR.BAVNEET BHOLLA - 001	10:00 AM	EPITANE EYE DROPS 5ML	5	1000
001	DR.BAVNEET BHOLLA - 001	10:00 AM	FLURISON EYE DROPS	2	1000
003	Dr.SINDU - 003	10:30 AM	NUPROST EYE DROPS 3ML	2	0
081	Dr.JAGPREET SINGH - 081	11:00 AM	EPITANE EYE DROPS 5ML	0	0
121	Dr.SANDEEP KUMAR - 121	12:04 PM	COVERIT 5 %	1	0
123	Dr.SALAIN NARESH BHASKAR - 123	12:30 PM	NUPROST EYE DROPS 3ML	2	2000
123	Dr.SALAIN NARESH BHASKAR - 123	12:30 PM	CALOSOFT LOTION 100ML	2	0

ADD SAMPLE ADD ROW DELETE ROW RESET

Save All Data

DCR (Daily Call Report) Entry

You can enter Non MCR Dr visit details.

The screenshot shows a web browser window with the URL `http://221.134.115.103/` and the page title "Micro Labs". The browser's address bar and tabs are visible. The application interface includes a navigation menu on the left with "Home", "Sign-Out", and "Set As HomePage" options. The main content area is titled "DCR Entry For Daily Work" and contains several input fields and dropdown menus. The "Work Type" is set to "Field Work", "Work Date" is "10/04/2012", and "State" is "KARNATAKA". The "Worked With" field shows "Arun R - 73052". The "Routes Planned" and "Actual Routes" are both set to "ABBIGERE TO A F HOSPITAL - Station". A "Remarks" text area is also present. Below these fields are four tabs: "MCR Dr.", "Non MCR Dr.", "Retailer", and "Non MCR Retailer". The "Non MCR Dr." tab is selected, revealing a table for "Non MCR Dr. Entry". The table has five columns: "Dr. Name", "Visit Time", "Sample Code", "Qty.", and "POB.". The first row of the table is highlighted in yellow. At the bottom of the form, there are buttons for "ADD ROW", "DELETE ROW", "RESET", and "Save All Data".

WELCOME : Charles C.A (75675) Period : April 2012

DCR Entry For Daily Work

Work Type : Field Work Work Date : 10/04/2012 State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr. Non MCR Dr. Retailer Non MCR Retailer

Non MCR Dr. Entry

Dr. Name	Visit Time	Sample Code	Qty.	POB.

ADD ROW DELETE ROW RESET

Save All Data

DCR (Daily Call Report) Entry

Retailer Visit Details.

HomeSign-OutSet As HomePageThemes:Micro Labs

WELCOME : Charles C.A (75675)Period : April 2012

DCR Entry For Daily Work

Work Type : Field WorkWork Date : 10/04/2012State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr.

Non MCR Dr.

Retailer

Non MCR Retailer

Retailer Details:

Chemist Name	Visit Time	Order Booked
C1213003883 - JEEVA MEDICAL	03:00 pm	10000

ADD ROW

DELETE ROW

RESET

Save All Data

DCR (Daily Call Report) Entry

Non MCR Retailer List entry

HomeSign-OutSet As HomePageThemes:Micro Labs

WELCOME : Charles C.A (75675)Period :April 2012

DCR Entry For Daily Work

Work Type : Field WorkWork Date : 10/04/2012State : KARNATAKA

Worked With : Arun R - 73052

Routes Planned : ABBIGERE TO A F HOSPITAL - Station

Actual Routes : ABBIGERE TO A F HOSPITAL - Station

Remarks :

MCR Dr.

Non MCR Dr.

Retailer

Non MCR Retailer

Non Retailer Details:

Chemist Name	Visit Time	Order Booked

ADD ROW

DELETE ROW

RESET

Save All Data

Expense Creation

After finishing Total Month DCR Entry You have to submit Expense details in below Screen and Submit it.

The screenshot shows a web application for 'Expense Claim Entry'. The browser address bar shows 'http://221.134.115.103/#' and the page title is 'Micro Labs'. The user is logged in as 'Charles C.A (75675)' and the period is 'April 2012'. The interface includes a 'MENU' sidebar, a 'WELCOME' message, and a 'Period : April 2012' indicator. The main content area is titled 'Expense Claim Entry' and contains a form for 'Other Expense Entry'. This form has dropdowns for 'Claim Month' (April) and 'Claim Year' (2012), a 'Retrieve' button, and a table for entering expense details. The table has columns for 'Expense Description' and 'Claim Value(Rs.)'. Below the table are 'Submit' and 'Back' buttons. At the bottom, there is a 'Day Wise Expense Statement' section with a table showing expense details for the date 31/03/2012. The table includes columns for Date, From, To, Type, Mode, Dist, Fare, DA, MDr, NMDr, MChm, MNChm, and POB. The data shows a fare of 42.00 and DA of 250.00 for a bus journey from ABBIGERE to A F HOSPITAL. The total fare is 42.00 and the total DA is 250.00.

WELCOME : Charles C.A (75675) Period : April 2012

Expense Claim Entry

Claim Month : April Claim Year : 2012 Retrieve

Other Expense Entry

Expense Description	Claim Value(Rs.)
Postage & Telegram	0
Phone & Fax	0
Stationary & Xerox	0
Internet	0
Sales Promotion	0
Sample Expense	0
Meeting Expense	0

Submit Back

Station	Ex Station	Out Station	Total	Total Fare								
Day Wise Expense Statement												
Showing 1-2 Of 2												
Date	From	To	Type	Mode	Dist	Fare	DA	MDr	NMDr	MChm	MNChm	POB
31/03/2012	ABBIGERE	A F HOSPITAL	FW	Bus	28	42.00	250.00	1	0	0	0	0
Total						42.00	250.00					

THANK YOU

FOR ANY QUERY KINDLY CONTACT

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